

American Family Insurance Group

Total Lobbying Effort

Total Lobbying Expenditures

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|--------------|
| \$29,058.04 | \$23,442.13 | \$30,761.20 | \$22,826.57 | \$106,087.93 |

Total Hours Communicating

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|--------|
| 61.00 | 49.00 | 70.00 | 40.00 | 220.00 |

Total Hours Other

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|--------|
| 140.00 | 96.00 | 149.00 | 61.00 | 446.00 |

Hours Lobbied on Each Matter

Lobbying Effort On Legislative Bills And Resolutions

January 2011 Special Session Assembly Bill 1

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|------------|
| 10.00 (5%) | | | | 10.00 (2%) |

Assembly Bill 4

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|------------|
| 50.00 (25%) | | | | 50.00 (8%) |

September 2011 Special Session Senate Bill 14

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|-----------|
| | 7.00 (5%) | | | 7.00 (1%) |

Assembly Bill 654

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|------------|
| | | 11.00 (5%) | 5.00 (5%) | 16.00 (2%) |

Assembly Bill 484

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|------------|
| | | 11.00 (5%) | | 11.00 (2%) |

Assembly Bill 604

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|-------|
|------------------------|-------------------------|------------------------|-------------------------|-------|

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|------------|
| | | 11.00 (5%) | | 11.00 (2%) |

Lobbying Effort On Topics Not Yet Assigned A Bill Or Rule Number

Agent Appointment Fees

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|-------------|
| | | 2.19 (1%) | | 2.19 (< 1%) |

Crash Taxes

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|-------------|
| | | 2.19 (1%) | | 2.19 (< 1%) |

Insurance Claim Intercept

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|-------------|
| | | 2.19 (1%) | | 2.19 (< 1%) |

Medical Billing Statements

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|-------------|
| | | 2.19 (1%) | | 2.19 (< 1%) |

Motor Vehicle Liability Insurance

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|-------------|
| | | 2.19 (1%) | | 2.19 (< 1%) |

Minor Efforts

(Time spent on matters each of which accounted for less than 10% of the organization's lobbying)

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|-----------------|
| 90 (45%) | 72 (50%) | 88 (40%) | 30 (30%) | 280.85 (42.17%) |

Other Matters

Includes time spent on:

- Gubernatorial nominations
- Matters on which the organization made no lobbying communication

| 2011 January - June | 2011 July - December | 2012 January - June | 2012 July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|-----------------|
| 50.25 (25%) | 65.25 (45%) | 87.60 hours (40%) | 65.65 (65%) | 268.75 (40.35%) |